Appendix N **REDACTED - FOR PUBLIC INSPECTION Grand Junction-Montrose CO** EchoStar provides local-into-local **Number of LIL Channels** Year 2 Year 3 Year 4 Year 5 Year 6 [86] Market level capital expenditures-outflow NPV-Based on var from No LIL to With LIL case [87] Cash Flows-With LIL [88] Cash Flows-No LIL [89] Incr/(Decr) from No LIL [90] NPV without Terminal Value [91] IRR Terminal Value [92]

[93]

[95] IRR

Cash Flows with Terminal Value NPV with Terminal Value

Lafayette IN

EchoStar does not and will not provide local-into-local

Number of LIL Channels

|      |                                      | Year 2             | Year 3              | Year 4 | Year 5                                  | Year 6 |
|------|--------------------------------------|--------------------|---------------------|--------|---|--------|
|      | DIRECTV Does Not Provide Satellite 1 | Local-Into-Local S | Service             |        |   |        |
|      | Customer Profile                     | bocai Into bocai s | oci vice            |        |   |        |
| [1]  | TV HH                                | 60,265             | 60,868              | 61,476 | 62,091                                  | 62,712 |
| [2]  | Beginning Customers                  |                    |                     |        |   |        |
| [3]  | Gross Adds                           |                    |                     | -      | *********                               |        |
| [4]  | Disconnects                          |                    |                     |        |   | -      |
| [5]  | Ending Customers                     |                    |                     |        |   |        |
| [6]  | Average Customers (2 pt avg)         |                    | 1-1-1-1-1-1-1-1     |        |   |        |
| [7]  | Ending DIRECTV Market Share          |                    |                     |        |   |        |
| [8]  | Disconnect Rate                      |                    |                     |        |   |        |
| [9]  | Average Gross Adds per Month         | -                  |                     |        |   |        |
| [10] | Gross Add Rate                       | -                  | -                   |        |   |        |
|      | Profit & Loss (\$k) - No LIL         |                    |                     |        |   |        |
|      | Revenue:                             |                    |                     |        |   |        |
| [11] | Base Package Revenue                 |                    |                     | -      |   |        |
| [12] | LIL Revenue                          |                    |                     |        |   |        |
| [13] | Total Revenue                        |                    |                     |        |   |        |
|      | Expenses:                            |                    |                     |        |   |        |
| [14] | Programming Costs                    |                    |                     |        |   |        |
| [15] | Bad Debt                             | -                  |                     |        | -                                       |        |
| [16] | Customer related                     |                    |                     |        |   |        |
| [17] | Total Direct costs                   |                    |                     |        |   |        |
| [18] | Total Direct Margin                  |                    |                     |        |   |        |
| [19] | Total Direct Margin %                | £                  |                     |        | T                                       |        |
| [20] | SAC Costs - No LIL                   | C                  | <b>HEIDENING HE</b> |        |   |        |
| [21] | Total Expenses:                      |                    |                     | -      | *************************************** |        |
| [22] |                                      |                    |                     |        |   |        |
| [23] | Cash Based OPBDA %                   |                    |                     |        |   |        |
|      |                                      |                    |                     |        |   |        |

Lafayette IN

EchoStar does not and will not provide local-into-local

**Number of LIL Channels** 

|              |   | Year 2         | Year 3   | Year 4                                  | Year 5                                       | Year 6  |
|--------------|---|----------------|----------|---|--|---------|
|              | DIRECTV Provides Satellite Local-Into-I                           | and Sarvina    |          |   |  |         |
|              | Customer Profile  | Local Sel Vice |          |   |  |         |
| [24]         | TV HH   | 60,265         | 60,868   | 61,476                                  | 62,091                                       | 62,712  |
| [25]         | Beginning Customers   | 00,202         | 00,000   | 31,170                                  | 32,0>1                                       | 32,712  |
| [26]         | Gross Adds  | -              |          |   |  |         |
| [27]         | Disconnects   |                |          |   | <b>Linearity</b>                             |         |
| [28]         | Ending Customers  |                |          |   |  |         |
| [29]         | Average Customers (2 pt avg)                                      |                |          |   |  |         |
| [30]         | Ending Penetration  |                |          | -                                       |  |         |
| [31]         | Disconnect Rate   |                |          |   | ***************************************      |         |
| [32]         | Average Gross Adds per Month                                      |                |          |   | _  |         |
| [33]         | Gross Add Rate  |                |          |   |  |         |
| [55]         | LIL Customers   | <del></del>    |          | <del></del>                             |  |         |
|              | LIL Lift (upgrades) from No LIL                                   |                |          |   |  |         |
| [34]         | Total Customers + Lift  |                | -        |   |  |         |
| [35]         | LIL Beginning Customers   |                |          |   |  |         |
| [36]         | LIL Gross Adds  |                |          |   | •  |         |
| [37]         | LIL Disconnects   |                |          |   |  |         |
| [38]         | Ending Customers  |                |          | *********                               |  |         |
| [39]         | Average Customers (2 pt avg)                                      |                |          | -                                       |  |         |
| [40]         | LIL Penetration   |                |          |   |  |         |
| [41]         | Disconnect Rate   |                |          |   | -  |         |
|              |   |                |          |   |  |         |
|              | LIL Sell-in New Customers No LIL                                  |                |          |   |  |         |
| [42]         | Total Customers + Lift  |                |          |   |  |         |
| [43]         | LIL Beginning Customers   | •              |          |   |  |         |
| [44]         | LIL Gross Adds  |                | <u> </u> |   |  |         |
| [45]         | LIL Disconnects   |                |          |   |  |         |
| [46]         | Ending Customers  | _              |          |   | <b></b>                                      | <u></u> |
| [47]         | Average Customers (2 pt avg)                                      |                |          |   |  |         |
| [48]         | LIL Penetration   |                |          |   |  |         |
| [49]         | Disconnect Rate   | <u> </u>       |          |   | <b>,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,</b> |         |
|              | VIII Call in New Contamon I ift from No I II                      |                |          |   |  |         |
| [50]         | LIL Sell-in New Customers Lift from No LIL Total Customers + Lift |                |          |   |  |         |
| [50]         | LIL Beginning Customers   |                |          |   |  |         |
| [52]         | LIL Gross Adds  | <u>-</u>       | _        |   |  |         |
| [53]         | LIL Disconnects   |                |          |   |  | ******* |
| [54]         | Ending Customers  |                |          |   |  |         |
|              | -   |                |          |   |  |         |
| [55]         | Average Customers (2 pt avg) LIL Penetration                      |                |          |   |  |         |
| [56]<br>[57] | Disconnect Rate   |                |          |   |  |         |
| [37]         | Disconnect Rate   |                |          |   |  |         |
|              | Total LIL Customers   |                |          |   |  |         |
| [58]         | Total Customers + Lift  |                |          |   | ***************************************      |         |
| [59]         | LIL Beginning Customers   |                |          |   |  |         |
| [60]         | LIL Gross Adds  | -              |          |   |  |         |
| [61]         | LIL Disconnects   |                |          |   |  |         |
| [62]         | Ending Customers  |                |          |   |  |         |
| [63]         | Average Customers (2 pt avg)                                      |                |          |   | **********                                   |         |
| [64]         | LIL Penetration   |                |          | *************************************** |  |         |
| [65]         | Disconnect Rate   |                | -        |   |  | 224     |
|              |   |                |          |   |  |         |

#### Lafayette IN

Cash Based OPBDA %

[85]

EchoStar does not and will not provide local-into-local

Number of LIL Channels 1 Year 2 Year 3 Year 4 Year 5 Year 6 Profit & Loss (\$k) - With LIL Revenue: [66] Package Revenue LIL Revenue: [67] Existing Cutomers Upgrade [68] Baseline Gross Adds Sell-in [69] Additional to Baseline Gross Adds [70] Total LIL Revenue [71] **Total Revenue Expenses:** [72] Programming Costs [73] Bad Debt Customer related [74] Total Direct costs [75] Total Direct Margin [76] Total Direct Margin % [77] SAC Costs with LIL: [78] Standard SAC From No LIL scenario [79] Incremental SAC with LIL [80] **Total SAC Costs Backhaul Expenses** [81] [82] Box replacement costs [83] **Total Expenses:** Cash Based OPBDA [84]

Lafayette IN

# Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar does not and will not provide local-into-local

Number of LIL Channels

1

Year 2 Year 3 Year 4 Year 5 Year 6

|      |   | 1 cai 2  | I Cal J                                 | 1 cai 4                                 | I cai 5 | 1 car o |
|------|---|----------|---|---|---------|---------|
| [86] | Market level capital expenditures-outflow     |          |   |   |         |         |
|      | NPV-Based on var from No LIL to With LIL case |          |   |   |         |         |
| [87] | Cash Flows-With LIL                           |          |   |   |         | يحسسند  |
| [88] | Cash Flows-No LIL                             |          | *************************************** | -                                       | -       |         |
| [89] | Incr/(Decr) from No LIL                       |          |   | *************************************** |         |         |
| [90] | NPV without Terminal Value                    |          |   |   |         |         |
| [91] | IRR   | <b>_</b> |   |   |         |         |
| [92] | Terminal Value                                |          |   |   |         |         |
| [93] | Cash Flows with Terminal Value                |          | -                                       | *************************************** |         | -       |
| [94] | NPV with Terminal Value                       |          |   |   |         |         |
| [95] | IRR   |          |   |   |         |         |

## Parkersburg WV

EchoStar does not and will not provide local-into-local

Number of LIL Channels

|      |   | Year 2                                  | Year 3   | Year 4                                  | Year 5            | Year 6               |
|------|---|---|----------|---|-------------------|----------------------|
|      | <b>DIRECTV Does Not Provide Satellite</b> | Local-Into-Local S                      | Service  |   |                   |                      |
|      | Customer Profile                          | 20001 21100 230011                      | 301 (100 |   |                   |                      |
| [1]  | TV HH                                     | 66,107                                  | 66,768   | 67,436                                  | 68,110            | 68,791               |
| [2]  | Beginning Customers                       |   |          |   |                   |                      |
| [3]  | Gross Adds                                |   |          |   |                   |                      |
| [4]  | Disconnects                               |   |          |   |                   |                      |
| [5]  | Ending Customers                          |   | -        | *************************************** | **********        |                      |
| [6]  | Average Customers (2 pt avg)              |   |          |   | <b></b>           |                      |
| [7]  | Ending DIRECTV Market Share               |   |          |   |                   |                      |
| [8]  | Disconnect Rate                           |   |          |   |                   |                      |
| [9]  | Average Gross Adds per Month              |   |          |   |                   |                      |
| [10] | Gross Add Rate                            |   |          |   |                   |                      |
|      | Profit & Loss (\$k) - No LIL              |   |          |   |                   |                      |
|      | Revenue:                                  |   |          |   |                   |                      |
| [11] | Base Package Revenue                      |   | -        |   |                   |                      |
| [12] | LIL Revenue                               |   |          |   | •                 | <u> </u>             |
| [13] | Total Revenue                             |   |          |   |                   |                      |
|      | Expenses:                                 |   |          |   |                   |                      |
| [14] | Programming Costs                         |   | -        | -                                       |                   |                      |
| [15] | Bad Debt                                  |   |          |   |                   | 100000               |
| [16] |   |   |          |   |                   |                      |
| [17] | Total Direct costs                        |   |          |   |                   | -                    |
| [18] | Total Direct Margin                       | :                                       |          |   |                   |                      |
| [19] | Total Direct Margin %                     | *************************************** |          |   | £                 |                      |
| [20] | SAC Costs - No LIL                        |   |          |   |                   |                      |
| [21] | Total Expenses:                           | · · · · · · · · · · · · · · · · · · ·   |          |   | <del>(2011)</del> | <b>1200000000000</b> |
| [22] | Cash Based OPBDA                          |   |          |   |                   |                      |
| [23] | Cash Based OPBDA %                        |   |          |   |                   |                      |

Parkersburg WV

EchoStar does not and will not provide local-into-local

Number of LIL Channels

|              | _  | Year 2                                  | Year 3       | Year 4                                  | Year 5                                  | Year 6                                  |
|--------------|--|---|--------------|---|---|---|
|              | DIRECTV Provides Satellite Local-Into-I      | Local Service                           |              |   |   |   |
|              | Customer Profile                             |   |              |   | 10.110                                  |   |
| [24]         | TV HH  | 66,107                                  | 66,768       | 67,436                                  | 68,110                                  | 68,791                                  |
| [25]         | Beginning Customers Gross Adds               |   |              |   |   |   |
| [26]<br>[27] | Disconnects                                  |   |              |   |   |   |
| [28]         | Ending Customers                             |   |              |   |   |   |
| [29]         | Average Customers (2 pt avg)                 | ;                                       |              |   |   |   |
| [30]         | Ending Penetration                           |   |              | *************************************** |   | •                                       |
| [31]         | Disconnect Rate                              |   |              | -                                       | -                                       |   |
| [32]         | Average Gross Adds per Month                 |   |              | _                                       | -                                       | _                                       |
| [33]         | Gross Add Rate                               |   |              |   |   |   |
|              | LIL Customers                                |   |              |   |   |   |
|              | LIL Lift (upgrades) from No LIL              |   |              |   |   |   |
| [34]         | Total Customers + Lift                       |   |              |   | *************************************** |   |
| [35]         | LIL Beginning Customers                      | •                                       |              |   |   | <b>!!!!!!!!!!!</b>                      |
| [36]         | LIL Gross Adds LIL Disconnects               |   |              |   | <u></u>                                 | <u> </u>                                |
| [37]<br>[38] | Ending Customers                             |   |              |   |   |   |
|              | ·  |   |              |   |   |   |
| [39]<br>[40] | Average Customers (2 pt avg) LIL Penetration |   |              |   |   |   |
| [41]         | Disconnect Rate                              |   |              |   |   |   |
| []           |  |   |              |   |   |   |
|              | LIL Sell-in New Customers No LIL             |   |              |   |   |   |
| [42]         | Total Customers + Lift                       |   | ************ |   |   | -                                       |
| [43]         | LIL Beginning Customers                      | #                                       |              | *************************************** |   |   |
| [44]         | LIL Gross Adds                               |   |              |   |   | <b></b>                                 |
| [45]         | LIL Disconnects Ending Customers             |   |              |   |   |   |
| [46]         | Ending Customers                             |   | •            |   |   |   |
| [47]         | Average Customers (2 pt avg)                 |   |              |   |   |   |
| [48]         | LIL Penetration                              | •                                       |              |   | 1                                       |   |
| [49]         | Disconnect Rate                              | (************************************** |              |   |   |   |
|              | LIL Sell-in New Customers Lift from No LIL   |   |              |   |   |   |
| [50]         | Total Customers + Lift                       |   |              | Wassers.                                |   |   |
| [51]         | LIL Beginning Customers                      | <b>=</b>                                |              |   |   |   |
| [52]<br>[53] | LIL Gross Adds LIL Disconnects               |   |              |   |   |   |
| [54]         | Ending Customers                             |   |              |   |   |   |
|              | _  | <del></del>                             |              | <del></del>                             |   |   |
| [55]         | Average Customers (2 pt avg)                 | <b></b>                                 |              |   |   |   |
| [56]<br>[57] | LIL Penetration Disconnect Rate              |   |              |   |   |   |
| [3/]         | Disconnect Rate                              |   |              |   |   |   |
|              | Total LIL Customers                          |   |              |   |   |   |
| [58]         | Total Customers + Lift                       | -                                       |              |   |   | *************************************** |
| [59]         | LIL Beginning Customers                      |   |              |   |   |   |
| [60]         | LIL Gross Adds                               |   |              |   | <b>******</b>                           |   |
| [61]         | LIL Disconnects                              |   |              |   | -                                       |   |
| [62]         | Ending Customers                             |   |              |   |   |   |
| [63]         | Average Customers (2 pt avg)                 |   |              |   |   |   |
| [64]         |  |   |              |   |   |   |
| [65]         | Disconnect Rate                              |   |              | i                                       |   | 228                                     |

## Parkersburg WV

# Appendix N

#### **REDACTED - FOR PUBLIC INSPECTION**

EchoStar does not and will not provide local-into-local

Number of LIL Channels

|      | _                                 | Year 2 | Year 3                                  | Year 4                                  | Year 5 | Year 6 |
|------|-----------------------------------|--------|---|---|--------|--------|
|      | Profit & Loss (\$k) - With LIL    |        |   |   |        |        |
|      | Revenue:                          |        |   |   |        |        |
| [66] | Package Revenue                   |        |   |   |        |        |
|      | LIL Revenue:                      |        |   |   |        |        |
| [67] | Existing Cutomers Upgrade         |        |   |   |        |        |
| [68] | Baseline Gross Adds Sell-in       |        |   |   |        |        |
| [69] | Additional to Baseline Gross Adds |        |   | *************************************** |        |        |
| [70] | Total LIL Revenue                 |        |   |   |        |        |
| [71] | Total Revenue                     |        |   |   |        |        |
|      | Expenses:                         |        |   |   |        |        |
| [72] | Programming Costs                 |        |   |   |        |        |
| [73] | Bad Debt                          |        |   |   |        |        |
| [74] | Customer related                  |        |   |   |        | -      |
| [75] | Total Direct costs                |        |   |   |        |        |
| [76] | Total Direct Margin               |        |   |   |        |        |
| [77] | Total Direct Margin %             |        |   |   |        | -      |
|      | SAC Costs with LIL:               |        |   |   |        |        |
| [78] | Standard SAC From No LIL scenario |        |   |   |        |        |
| [79] | Incremental SAC with LIL          |        |   |   |        |        |
| [80] | Total SAC Costs                   |        | *************************************** |   |        |        |
| [81] | Backhaul Expenses                 |        |   |   |        |        |
| [82] | Box replacement costs             |        | 1                                       |   |        |        |
| [83] | Total Expenses:                   |        |   |   |        |        |
| [84] |                                   |        |   |   |        |        |
| [85] | Cash Based OPBDA %                |        |   |   |        |        |

Parkersburg WV

## Appendix N

REDACTED - FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels

|      |   | Year 2 | Year 3 | Year 4                                  | Year 5 | Year 6 |
|------|---|--------|--------|---|--------|--------|
| [86] | Market level capital expenditures-outflow     |        |        |   |        |        |
|      | NPV-Based on var from No LIL to With LIL case |        |        |   |        |        |
| [87] | Cash Flows-With LIL                           |        | -      |   |        |        |
| [88] | Cash Flows-No LIL                             |        |        | *************************************** |        |        |
| [89] | Incr/(Decr) from No LIL                       |        |        |   |        |        |
| [90] | NPV without Terminal Value                    |        |        |   |        |        |
| [91] | IRR   | -      |        |   |        |        |
| [92] | Terminal Value                                |        |        |   |        |        |
| [93] | Cash Flows with Terminal Value                |        |        |   |        |        |
| [94] | NPV with Terminal Value                       |        |        |   |        |        |
| [95] | IRR   |        |        |   |        |        |

### **Great Falls MT**

Appendix N

EchoStar provides local-into-local

Number of LIL Channels

|      |   | Year 2             | Year 3                    | Year 4                                  | Year 5   | Year 6   |
|------|---|--------------------|---------------------------|---|--|----------|
|      | <b>DIRECTV Does Not Provide Satellite</b> | Local-Into-Local 9 | Service                   |   |  |          |
|      | Customer Profile                          | Docar-Into-Docar   | oci vicc                  |   |  |          |
| [1]  | TV HH                                     | 65,795             | 66,453                    | 67,117                                  | 67,789   | 68,467   |
| [2]  | Beginning Customers                       | *                  |                           |   |  |          |
| [3]  | Gross Adds                                |                    |                           |   |  | اعمدننا  |
| [4]  | Disconnects                               |                    |                           |   |  |          |
| [5]  | Ending Customers                          |                    |                           |   |  |          |
| [6]  | Average Customers (2 pt avg)              | ,                  |                           | **********                              |  |          |
| [7]  | Ending DIRECTV Market Share               |                    |                           | -                                       | 12.  |          |
| [8]  | Disconnect Rate                           |                    |                           |   | -  |          |
| [9]  | Average Gross Adds per Month              |                    |                           |   | -  | -        |
| [10] | Gross Add Rate                            |                    |                           | •                                       |  | -        |
|      | Profit & Loss (\$k) - No LIL              |                    |                           |   |  |          |
|      | Revenue:                                  |                    |                           |   |  |          |
| [11] | Base Package Revenue                      |                    |                           | -                                       |  | •        |
| [12] | LIL Revenue                               | <u> </u>           | 8                         |   | *  | <b>E</b> |
| [13] | Total Revenue                             |                    |                           |   |  |          |
|      | Expenses:                                 |                    |                           |   |  |          |
| []4] | Programming Costs                         |                    | *********                 |   |  |          |
| [15] | Bad Debt                                  |                    |                           |   |  |          |
| [16] | Customer related                          |                    |                           |   | ومعضم  | انتخص    |
| [17] | Total Direct costs                        |                    | <del>              </del> |   |  | <u> </u> |
| [18] | Total Direct Margin                       | -                  |                           |   |  |          |
| [19] | Total Direct Margin %                     |                    |                           |   | <b></b>  |          |
| [20] | SAC Costs - No LIL                        |                    |                           |   | -  |          |
| [21] | Total Expenses:                           |                    | -                         | *************************************** | Limited Control Contro |          |
| [22] | Cash Based OPBDA                          |                    |                           |   |  |          |
| [23] | Cash Based OPBDA %                        |                    |                           |   |  |          |

Great Falls MT EchoStar provides local-into-local

Number of LIL Channels

|              | _  | Year 2                    | Year 3                                  | Year 4                                  | Year 5                                  | Year 6 |
|--------------|--|---------------------------|---|---|---|--------|
|              | DIRECTV Provides Satellite Local-Into-I    | ogal Carviga              |   |   |   |        |
|              | Customer Profile                           | Aucai Sei vice            |   |   |   |        |
| [24]         | TV HH                                      | 65,795                    | 66,453                                  | 67,117                                  | 67,789                                  | 68,467 |
| [25]         | Beginning Customers                        |                           |   |   |   | 03,.37 |
| [26]         | Gross Adds                                 |                           |   |   |   |        |
| [27]         | Disconnects                                |                           |   |   |   |        |
| [28]         | Ending Customers                           |                           | -                                       |   |   |        |
| [29]         | Average Customers (2 pt avg)               |                           |   |   |   |        |
| [30]         | Ending Penetration                         |                           |   |   |   |        |
| [31]         | Disconnect Rate                            | illuminated in the second | -                                       |   |   |        |
| [32]         | Average Gross Adds per Month               |                           |   | _                                       | -                                       |        |
| [33]         | Gross Add Rate                             |                           |   |   |   |        |
|              | LIL Customers                              |                           |   |   |   |        |
|              | LIL Lift (upgrades) from No LIL            |                           |   |   |   |        |
| [34]         | Total Customers + Lift                     |                           |   |   |   |        |
| [35]         | LIL Beginning Customers                    |                           |   |   |   |        |
| [36]         | LIL Gross Adds                             | المستحد                   |   | •                                       | ***                                     | •      |
| [37]         | LIL Disconnects                            |                           |   |   |   |        |
| [38]         | Ending Customers                           |                           |   | *************************************** | *************************************** |        |
| [39]         | Average Customers (2 pt avg)               |                           |   |   |   |        |
| [40]         | LIL Penetration                            |                           |   |   |   |        |
| [41]         | Disconnect Rate                            |                           |   |   |   |        |
|              | LIL Sell-in New Customers No LIL           |                           |   |   |   |        |
| [42]         | Total Customers + Lift                     |                           |   |   |   |        |
| [43]         | LIL Beginning Customers                    |                           |   |   |   |        |
| [44]         | LIL Gross Adds                             |                           |   |   |   |        |
| [45]         | LIL Disconnects                            |                           |   |   |   |        |
| [46]         | Ending Customers                           |                           | *************************************** | *************************************** |   |        |
| [47]         | Average Customers (2 pt avg)               | -                         |   |   |   |        |
| [48]         | LIL Penetration                            |                           |   |   |   |        |
| [49]         | Disconnect Rate                            |                           |   |   |   |        |
|              | LIL Sell-in New Customers Lift from No LIL |                           |   |   |   |        |
| [50]         | Total Customers + Lift                     |                           |   |   |   |        |
| [51]         | LIL Beginning Customers                    |                           |   |   |   |        |
| [52]         | LIL Gross Adds                             |                           |   |   |   |        |
| [53]         | LIL Disconnects                            |                           |   |   |   |        |
| [54]         | Ending Customers                           |                           |   |   |   |        |
| [55]         | Average Customers (2 pt avg)               |                           |   |   |   |        |
| [56]         | LIL Penetration                            | ·····                     | ·                                       |   |   |        |
| [57]         | Disconnect Rate                            | ;                         | *************************************** |   |   |        |
|              |  |                           |   |   |   |        |
|              | Total LIL Customers                        |                           |   |   |   |        |
| [58]         | Total Customers + Lift                     |                           |   |   |   |        |
| [59]         | LIL Beginning Customers LIL Gross Adds     |                           |   |   |   |        |
| [60]<br>[61] | LIL Gross Adds LIL Disconnects             |                           |   |   |   |        |
| [62]         | Ending Customers                           |                           |   |   |   |        |
|              |  |                           |   |   |   |        |
| [63]         | Average Customers (2 pt avg)               |                           |   |   |   |        |
| [64]<br>[65] | LIL Penetration Disconnect Rate            |                           |   |   |   |        |
| [65]         | Disconnect Nate                            |                           |   |   |   | 232    |

### **Great Falls MT**

Appendix N EchoStar provides local-into-local

Number of LIL Channels

|      |                                   | Year 2 | Year 3 | Year 4                                  | Year 5                                  | Year 6 |
|------|-----------------------------------|--------|--------|---|---|--------|
|      | Profit & Loss (\$k) - With LIL    |        |        |   | -                                       |        |
|      | Revenue:                          |        |        |   |   |        |
| [66] | Package Revenue                   |        |        | -                                       |   |        |
|      | LIL Revenue:                      |        |        |   |   |        |
| [67] | Existing Cutomers Upgrade         |        |        | ******                                  |   |        |
| [68] | Baseline Gross Adds Sell-in       |        |        |   |   |        |
| [69] | Additional to Baseline Gross Adds |        |        |   |   |        |
| [70] | Total LIL Revenue                 |        |        |   | *************************************** |        |
| [71] | Total Revenue                     |        |        |   |   |        |
|      | Expenses:                         |        |        |   |   |        |
| [72] | Programming Costs                 |        |        |   |   |        |
| [73] | Bad Debt                          |        |        |   |   |        |
| [74] | Customer related                  |        |        |   |   |        |
| [75] | Total Direct costs                |        |        | *************************************** | -                                       |        |
| [76] | Total Direct Margin               |        |        |   |   |        |
| [77] | Total Direct Margin %             |        |        |   |   |        |
|      | SAC Costs with LIL:               |        |        |   |   |        |
| [78] | Standard SAC From No LIL scenario |        | •      |   |   |        |
| [79] | Incremental SAC with LIL          |        |        |   |   |        |
| [80] | Total SAC Costs                   |        |        |   |   |        |
| [81] | Backhaul Expenses                 | -      |        |   |   |        |
| [82] | Box replacement costs             |        |        |   |   |        |
| [83] | Total Expenses:                   |        |        |   |   | 1      |
| [84] |                                   |        |        |   |   |        |
| [85] | Cash Based OPBDA %                |        |        |   |   |        |

**Great Falls MT** 

# Appendix N

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EchoStar provides local-into-local

**Number of LIL Channels** 

|      | -<br>-  | Year 2                                  | Year 3 | Year 4 | Year 5 | Year 6 |
|------|---|---|--------|--------|--------|--------|
| [86] | Market level capital expenditures-outflow     |   |        |        |        |        |
|      | NPV-Based on var from No LIL to With LIL case | e                                       |        |        |        |        |
| [87] | Cash Flows-With LIL                           |   |        |        |        |        |
| [88] | Cash Flows-No LIL                             |   |        |        |        |        |
| [89] | Incr/(Decr) from No LIL                       |   |        | -      |        |        |
| [90] | NPV without Terminal Value                    | *************************************** |        |        |        |        |
| [91] | IRR   |   |        |        |        |        |
| [92] | Terminal Value                                |   |        |        |        |        |
| [93] | Cash Flows with Terminal Value                |   |        |        |        |        |
| [94] | NPV with Terminal Value                       |   |        |        |        |        |
| [95] | IRR   |   |        |        |        |        |

**Twin Falls ID** 

EchoStar provides local-into-local

Number of LIL Channels

|      |                                    | Year 2             | Year 3  | Year 4                                  | Year 5  | Year 6                                  |
|------|------------------------------------|--------------------|---------|---|---------|---|
|      | DIRECTV Does Not Provide Satellite | Local-Into-Local S | Service |   |         |   |
|      | Customer Profile                   |                    |         |   |         |   |
| [1]  | TV HH                              | 61,898             | 62,517  | 63,142                                  | 63,774  | 64,411                                  |
| [2]  | Beginning Customers                |                    |         |   |         |   |
| [3]  | Gross Adds                         | المسينة            |         |   |         |   |
| [4]  | Disconnects                        |                    |         |   |         |   |
| [5]  | Ending Customers                   |                    |         |   |         | -                                       |
| [6]  | Average Customers (2 pt avg)       |                    |         | -                                       |         |   |
| [7]  | Ending DIRECTV Market Share        |                    |         |   | <b></b> |   |
| [8]  | Disconnect Rate                    |                    |         |   |         |   |
| [9]  | Average Gross Adds per Month       |                    |         | -                                       |         |   |
| [10] | Gross Add Rate                     |                    |         |   |         |   |
|      | Profit & Loss (\$k) - No LIL       |                    |         |   |         |   |
|      | Revenue:                           |                    |         |   |         |   |
| [11] |                                    |                    |         |   |         |   |
| [12] | LIL Revenue                        |                    |         | *                                       |         |   |
| [13] | Total Revenue                      |                    |         |   |         | *************************************** |
|      | Expenses:                          |                    |         |   |         |   |
| [14] | Programming Costs                  |                    |         |   |         |   |
| [15] |                                    |                    |         |   |         |   |
| [16] | Customer related                   |                    |         |   |         |   |
| [17] | Total Direct costs                 |                    |         |   |         |   |
| [18] | Total Direct Margin                |                    |         |   |         |   |
| [19] | Total Direct Margin %              | -                  |         | *************************************** | ·       |   |
| [20] | SAC Costs - No LIL                 | -                  |         | -                                       | -       |   |
| [21] | Total Expenses:                    |                    | 2       | <del></del>                             |         |   |
| [22] | Cash Based OPBDA                   | -                  |         |   |         |   |
| [23] | Cash Based OPBDA %                 | <u> </u>           |         |   |         |   |

**Twin Falls ID** 

Appendix N
EchoStar provides local-into-local

**Number of LIL Channels** 

|      |  | Year 2         | Year 3                                  | Year 4                                  | Year 5                                  | Year 6                                  |
|------|--|----------------|---|---|---|---|
|      | DIRECTV Provides Satellite Local-Into                  | -Local Service |   |   |   |   |
|      | Customer Profile                                       |                |   |   |   |   |
| [24] | TV HH  | 61,898         | 62,517                                  | 63,142                                  | 63,774                                  | 64,411                                  |
| [25] | Beginning Customers                                    |                |   |   |   |   |
| [26] | Gross Adds   |                |   | *************************************** |   |   |
| [27] | Disconnects  |                | *************************************** |   |   |   |
| [28] | Ending Customers                                       |                |   |   |   |   |
| [29] | Average Customers (2 pt avg)                           |                |   |   |   |   |
| [30] | Ending Penetration                                     |                |   |   |   |   |
| [31] | Disconnect Rate  |                |   |   |   | -                                       |
|      |  |                |   |   |   |   |
| [32] | Average Gross Adds per Month                           |                |   |   | *************************************** |   |
| [33] | Gross Add Rate   |                |   |   |   |   |
|      | LIL Customers  |                |   |   |   |   |
| [34] | LIL Lift (upgrades) from No LIL Total Customers + Lift |                |   |   |   |   |
| [35] | LIL Beginning Customers                                | •              |   |   |   |   |
| [36] | LIL Gross Adds   |                |   | -                                       |   |   |
| [37] | LIL Disconnects  | <del></del>    |   | -                                       |   | _                                       |
| [38] | Ending Customers                                       |                |   |   |   |   |
| [50] | Litting Customers                                      | <del></del>    | <del></del>                             |   | ·                                       |   |
| [39] | Average Customers (2 pt avg)                           |                |   | -                                       | -                                       |   |
| [40] | LIL Penetration  |                |   |   |   |   |
| [41] | Disconnect Rate  |                |   |   |   |   |
|      | LIL Sell-in New Customers No LIL                       |                |   |   |   |   |
| [42] | Total Customers + Lift                                 |                |   |   |   |   |
| [43] | LIL Beginning Customers                                |                |   |   |   |   |
| [44] | LIL Gross Adds   | -              |   |   |   |   |
| [45] | LIL Disconnects  |                |   |   |   |   |
| [46] | Ending Customers                                       |                |   |   |   |   |
|      | _  |                |   |   |   |   |
| [47] | Average Customers (2 pt avg) LIL Penetration           |                |   |   |   |   |
| [48] | Disconnect Rate  |                |   |   |   |   |
| [49] | Disconnect Rate  |                |   |   | <del></del>                             |   |
|      | LIL Sell-in New Customers Lift from No LIL             |                |   |   |   |   |
| [50] | Total Customers + Lift                                 |                |   |   | *************************************** |   |
| [51] | LIL Beginning Customers                                | •              |   | <b>MANAGE</b>                           |   |   |
| [52] | LIL Gross Adds   |                |   |   | •                                       |   |
| [53] | LIL Disconnects  |                |   |   | Santaniani .                            |   |
| [54] | Ending Customers                                       |                |   |   |   |   |
| [55] | Average Customers (2 pt avg)                           | man:           |   |   |   |   |
| [56] | LIL Penetration  | ************   |   |   | *************************************** |   |
| [57] | Disconnect Rate  |                |   |   |   |   |
|      |  |                |   |   |   |   |
|      | Total LIL Customers                                    |                |   |   |   |   |
| [58] | Total Customers + Lift                                 |                |   | -                                       |   | *************************************** |
| [59] | LIL Beginning Customers                                | *              |   | 100000                                  |   | *************************************** |
| [60] | LIL Gross Adds   |                |   |   |   |   |
| [61] | LIL Disconnects  |                |   |   |   |   |
| [62] | Ending Customers                                       |                |   |   | <del></del>                             |   |
| [63] | Average Customers (2 pt avg)                           | -              |   |   | -                                       |   |
| [64] | LIL Penetration  |                |   |   |   |   |
| [65] | Disconnect Rate  |                |   |   |   | 236                                     |
|      |  |                |   |   |   |   |

Twin Falls ID

EchoStar provides local-into-local

Number of LIL Channels

|      |                                   | Year 2   | Year 3 | Year 4                                  | Year 5                                  | Year 6                                  |
|------|-----------------------------------|----------|--------|---|---|---|
|      | Profit & Loss (\$k) - With LIL    |          |        | ·                                       |   |   |
|      | Revenue:                          |          |        |   |   |   |
| [66] | Package Revenue                   |          |        |   |   | i                                       |
|      | LIL Revenue:                      |          |        |   |   |   |
| [67] | Existing Cutomers Upgrade         |          |        | *************************************** |   |   |
| [68] | Baseline Gross Adds Sell-in       |          |        |   |   |   |
| [69] | Additional to Baseline Gross Adds |          |        |   |   |   |
| [70] | Total LIL Revenue                 |          |        |   |   |   |
| [71] | Total Revenue                     |          |        |   |   |   |
|      | Expenses:                         |          |        |   |   |   |
| [72] | Programming Costs                 |          | £      |   |   |   |
| [73] | Bad Debt                          |          |        |   |   |   |
| [74] | Customer related                  |          |        |   | *************************************** | *************************************** |
| [75] | Total Direct costs                |          |        |   |   |   |
| [76] | Total Direct Margin               |          |        |   |   |   |
| [77] | Total Direct Margin %             |          |        |   |   |   |
|      | SAC Costs with LIL:               |          |        |   |   |   |
| [78] | Standard SAC From No LIL scenario |          |        |   |   |   |
| [79] | Incremental SAC with LIL          |          |        |   |   |   |
| [80] | Total SAC Costs                   | -        |        |   |   |   |
| [81] | Backhaul Expenses                 |          |        |   |   |   |
| [82] | Box replacement costs             |          |        |   |   |   |
| [83] | Total Expenses:                   | <u> </u> |        |   |   |   |
| [84] |                                   |          |        |   |   |   |
| [85] | Cash Based OPBDA %                |          |        |   |   |   |

**Twin Falls ID** 

[95] **IRR** 

# Appendix N

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EchoStar provides local-into-local

Number of LIL Channels

|      |   | rumber of the ci | The Chamicis 11 |        |   |        |  |
|------|---|------------------|-----------------|--------|---|--------|--|
|      |   | Year 2           | Year 3          | Year 4 | Year 5                                  | Year 6 |  |
| [86] | Market level capital expenditures-outflow   |                  |                 |        |   |        |  |
|      | NPV-Based on var from No LIL to With LIL ca | ase              |                 |        |   |        |  |
| [87] | Cash Flows-With LIL                         |                  |                 |        |   | -      |  |
| [88] | Cash Flows-No LIL                           |                  |                 |        |   |        |  |
| [89] | Incr/(Decr) from No LIL                     |                  |                 |        | *************************************** |        |  |
| [90] | NPV without Terminal Value                  |                  |                 |        |   |        |  |
| [91] | IRR .                                       |                  |                 |        |   |        |  |
| [92] | Terminal Value                              |                  |                 |        |   |        |  |
| [93] | Cash Flows with Terminal Value              |                  |                 | -      |   |        |  |
| [94] | NPV with Terminal Value                     |                  |                 |        |   |        |  |

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[22]

Cash Based OPBDA Cash Based OPBDA % EchoStar does not and will not provide local-into-local Number of LIL Channels 7

Year 2 Year 3 Year 4 Year 5 Year 6 **DIRECTY Does Not Provide Satellite Local-Into-Local Service Customer Profile** TV HH 62,922 63,551 64,187 64,829 65,477 [1] **Beginning Customers** [2] Gross Adds [3] Disconnects [4] **Ending Customers** [5] Average Customers (2 pt avg) [6] Ending DIRECTV Market Share [7] [8] Disconnect Rate [9] Average Gross Adds per Month [10] Gross Add Rate Profit & Loss (\$k) - No LIL Revenue: [11] Base Package Revenue [12] LIL Revenue [13] Total Revenue Expenses: [14] Programming Costs [15] Bad Debt [16] Customer related [17] Total Direct costs Total Direct Margin [18] Total Direct Margin % [19] [20] SAC Costs - No LIL Total Expenses: [21]

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EchoStar does not and will not provide local-into-local Number of LIL Channels 7

|       |   | Year 2                                  | Year 3                                 | Year 4                                  | Year 5    | Year 6                                  |
|-------|---|---|--|---|-----------|---|
|       | DIRECTV Provides Satellite Local-Into           | -Local Service                          |  |   |           |   |
|       | Customer Profile                                | 2300411 501 1100                        |  |   |           |   |
| [24]  | TV HH   | 62,922                                  | 63,551                                 | 64,187                                  | 64,829    | 65,477                                  |
| [25]  | Beginning Customers                             | 02,722                                  | 05,551                                 | 01,707                                  | 01,025    | 03,177                                  |
| [26]  | Gross Adds                                      |   |  |   |           |   |
| [27]  | Disconnects                                     |   |  |   |           |   |
| [28]  | Ending Customers                                |   |  |   |           |   |
| [29]  | -   |   |  |   |           |   |
| [30]  | Average Customers (2 pt avg) Ending Penetration |   |  |   |           |   |
| [31]  | Disconnect Rate                                 |   |  |   |           |   |
|       |   | A special and the second                | -                                      |   |           |   |
| [32]  | Average Gross Adds per Month                    |   | -                                      |   |           | *************************************** |
| [33]  | Gross Add Rate                                  |   |  |   |           |   |
|       | LIL Customers                                   |   |  |   |           |   |
| 50.43 | LIL Lift (upgrades) from No LIL                 |   |  |   |           |   |
| [34]  | Total Customers + Lift                          |   |  | *************************************** |           |   |
| [35]  | LIL Beginning Customers                         | B                                       |  |   |           |   |
| [36]  | LIL Gross Adds                                  |   |  | *                                       | <b>3</b>  |   |
| [37]  | LIL Disconnects                                 |   |  |   |           |   |
| [38]  | Ending Customers                                | *************************************** | ************************************** |   |           |   |
| [39]  | Average Customers (2 pt avg)                    |   |  |   |           | -                                       |
| [40]  | LIL Penetration                                 |   | فمعموناتنا                             |   |           |   |
| [41]  | Disconnect Rate                                 | Management                              |  |   | -         |   |
|       | LIL Sell-in New Customers No LIL                |   |  |   |           |   |
| [42]  | Total Customers + Lift                          |   |  |   |           |   |
| [43]  | LIL Beginning Customers                         | -                                       |  |   |           |   |
| [44]  | LIL Gross Adds                                  |   |  |   |           |   |
| [45]  | LIL Disconnects                                 |   |  |   |           |   |
| [46]  | Ending Customers                                |   |  |   |           |   |
|       | -   |   |  |   |           |   |
| [47]  | Average Customers (2 pt avg)                    |   |  | *************************************** |           |   |
| [48]  | LIL Penetration                                 |   |  |   |           |   |
| [49]  | Disconnect Rate                                 |   |  |   |           |   |
|       | LIL Sell-in New Customers Lift from No LIL      |   |  |   |           |   |
| [50]  | Total Customers + Lift                          |   |  |   |           |   |
| [51]  | LIL Beginning Customers                         | #                                       |  |   |           |   |
| [52]  | LIL Gross Adds                                  | -                                       |  |   | Terrenti: | *************************************** |
| [53]  | LIL Disconnects                                 |   |  |   | -         |   |
| [54]  | Ending Customers                                | in the second                           |  |   |           |   |
| [55]  | Average Customers (2 pt avg)                    |   |  |   |           |   |
| [56]  | LIL Penetration                                 |   |  |   | ****      |   |
| [57]  | Disconnect Rate                                 |   | •                                      | 1                                       |           | ====                                    |
|       | TANK CAA  |   |  |   |           |   |
| 5.503 | Total LIL Customers                             |   |  |   |           |   |
| [58]  | Total Customers + Lift                          |   | H-111111111111111111111111111111111111 | *************************************** |           |   |
| [59]  | LIL Beginning Customers                         | *                                       |  |   |           |   |
| [60]  | LIL Gross Adds                                  |   | -                                      |   |           |   |
| [61]  | LIL Disconnects                                 |   |  |   |           |   |
| [62]  | Ending Customers                                |   |  |   |           |   |
| [63]  | Average Customers (2 pt avg)                    |   |  |   |           |   |
| [64]  | LIL Penetration                                 |   |  |   |           |   |
| [65]  | Disconnect Rate                                 |   |  |   |           | 240                                     |

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Appendix N

EchoStar does not and will not provide local-into-local

Number of LIL Channels

|      |                                   | Year 2 | Year 3 | Year 4                                  | Year 5   | Year 6  |
|------|-----------------------------------|--------|--------|---|----------|---------|
|      | Profit & Loss (\$k) - With LIL    |        |        |   |          |         |
|      | Revenue:                          |        |        |   |          |         |
| [66] | Package Revenue                   |        |        |   |          |         |
|      | LIL Revenue:                      |        |        |   |          |         |
| [67] | Existing Cutomers Upgrade         |        |        |   |          |         |
| [68] | Baseline Gross Adds Sell-in       |        |        |   |          |         |
| [69] | Additional to Baseline Gross Adds |        |        | -                                       |          |         |
| [70] | Total LIL Revenue                 |        |        |   |          |         |
| [71] | <b>Total Revenue</b>              |        | -      |   | <u>.</u> |         |
|      | Expenses:                         |        |        |   |          |         |
| [72] | Programming Costs                 |        |        |   |          |         |
| [73] | Bad Debt                          |        |        |   | -        |         |
| [74] | Customer related                  |        |        |   |          |         |
| [75] | Total Direct costs                |        |        |   |          |         |
| [76] | Total Direct Margin               |        |        |   |          | ******* |
| [77] | Total Direct Margin %             |        |        |   |          |         |
|      | SAC Costs with LIL:               |        |        |   |          |         |
| [78] | Standard SAC From No LIL scenario |        |        | *************************************** |          |         |
| [79] | Incremental SAC with LIL          |        |        |   |          |         |
| [80] | Total SAC Costs                   | -      |        |   |          |         |
| [81] | Backhaul Expenses                 |        |        |   |          |         |
| [82] | Box replacement costs             |        |        | 300E                                    |          |         |
| [83] | Total Expenses:                   |        |        |   |          |         |
| [84] | Cash Based OPBDA                  |        |        |   |          |         |
| [85] | Cash Based OPBDA %                |        |        |   |          |         |

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# Appendix N

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EchoStar does not and will not provide local-into-local

**Number of LIL Channels** 

|      |  | Year 2 | Year 3 | Year 4 | Year 5                                  | Year 6 |
|------|--|--------|--------|--------|---|--------|
| [86] | Market level capital expenditures-outflow    |        |        |        |   |        |
|      | NPV-Based on var from No LIL to With LIL cas | e      |        |        |   |        |
| [87] | Cash Flows-With LIL                          |        |        |        | 100000                                  |        |
| [88] | Cash Flows-No LIL                            |        |        |        | *************************************** |        |
| [89] | Incr/(Decr) from No LIL                      |        |        |        |   |        |
| [90] | NPV without Terminal Value                   |        |        |        |   |        |
| [91] | IRR  |        |        | • •    |   |        |
| [92] | Terminal Value                               |        |        |        |   |        |
| [93] | Cash Flows with Terminal Value               |        |        |        | 1                                       |        |
| [94] | NPV with Terminal Value                      |        |        |        |   |        |
| [95] | IRR  |        |        |        |   |        |

Bend OR

EchoStar does not and will not provide local-into-local

Number of LIL Channels

|      |                                    | Year 2                                  | Year 3   | Year 4 | Year 5                                  | Year 6 |
|------|------------------------------------|---|----------|--------|---|--------|
|      | DIRECTV Does Not Provide Satellite | Local-Into-Local S                      | Service  |        |   |        |
|      | Customer Profile                   | Domi IIIo Domi                          | ye1 11ee |        |   |        |
| [1]  | TV HH                              | 56,016                                  | 56,576   | 57,142 | 57,713                                  | 58,290 |
| [2]  | Beginning Customers                | ********                                |          | -      |   |        |
| [3]  | Gross Adds                         |   | Vincent  |        |   |        |
| [4]  | Disconnects                        |   |          | -      |   |        |
| [5]  | Ending Customers                   |   |          | -      | *************************************** |        |
| [6]  | Average Customers (2 pt avg)       |   |          | •      | •                                       |        |
| [7]  | Ending DIRECTV Market Share        |   |          |        |   |        |
| [8]  | Disconnect Rate                    | =====                                   |          |        |   |        |
| [9]  | Average Gross Adds per Month       | -                                       | -        |        |   |        |
| [10] | Gross Add Rate                     | •                                       |          |        | -                                       |        |
|      | Profit & Loss (\$k) - No LIL       |   |          |        |   |        |
|      | Revenue:                           |   |          |        |   |        |
| [11] | Base Package Revenue               |   |          |        |   | -      |
| [12] | LIL Revenue                        |   |          |        |   |        |
| [13] | Total Revenue                      |   |          |        |   |        |
|      | Expenses:                          |   |          |        |   |        |
| [14] | Programming Costs                  |   |          |        |   |        |
| [15] | Bad Debt                           |   |          |        |   |        |
| [16] | Customer related                   |   |          |        |   |        |
| [17] | Total Direct costs                 |   |          |        |   |        |
| [18] | Total Direct Margin                |   |          |        |   |        |
| [19] | Total Direct Margin %              |   |          |        |   |        |
| [20] | SAC Costs - No LIL                 | *************************************** |          | -      |   |        |
| [21] | Total Expenses:                    |   |          |        |   | 1      |
| [22] | Cash Based OPBDA                   |   |          |        |   |        |
| [23] | Cash Based OPBDA %                 |   |          |        |   |        |
|      |                                    |   |          |        |   |        |

Bend OR

Appendix N REDACTED - FOR EchoStar does not and will not provide local-into-local

**Number of LIL Channels** 

|      | ·  | Year 2                                  | Year 3 | Year 4                                  | Year 5      | Year 6                                  |
|------|--|---|--------|---|-------------|---|
|      | DIRECTV Provides Satellite Local-Into-L    | acal Sarvica                            |        |   |             |   |
|      | Customer Profile                           | ocai sei vice                           |        |   |             |   |
| [24] | TV HH                                      | 56,016                                  | 56,576 | 57,142                                  | 57,713      | 58,290                                  |
| [25] | Beginning Customers                        | 50,010                                  | 30,570 | 37,172                                  | 37,713      | 30,270                                  |
| [26] | Gross Adds                                 |   |        |   |             |   |
| [27] | Disconnects                                |   |        |   |             |   |
| [28] | Ending Customers                           |   |        |   |             |   |
| [29] | Average Customers (2 pt avg)               |   | -      |   |             |   |
| [30] | Ending Penetration                         |   |        |   |             |   |
| [31] | Disconnect Rate                            |   |        |   |             |   |
| [32] | Average Gross Adds per Month               | -                                       |        |   | -           |   |
| [33] | Gross Add Rate                             |   |        | <b></b>                                 | -           |   |
|      | LIL Customers                              |   |        |   |             |   |
|      | LIL Lift (upgrades) from No LIL            |   |        |   |             |   |
| [34] | Total Customers + Lift                     | Management                              |        | *************************************** |             | *************************************** |
| [35] | LIL Beginning Customers                    | 2                                       |        |   |             |   |
| [36] | LIL Gross Adds                             |   |        |   |             |   |
| [37] | LIL Disconnects                            |   |        |   |             |   |
| [38] | Ending Customers                           |   |        |   |             |   |
| [39] | Average Customers (2 pt avg)               |   |        |   |             |   |
| [40] | LIL Penetration                            |   |        |   |             |   |
| [41] | Disconnect Rate                            | <del></del>                             |        |   |             |   |
|      | LIL Sell-in New Customers No LIL           |   |        |   |             |   |
| [42] | Total Customers + Lift                     |   |        |   | i           |   |
| [43] | LIL Beginning Customers                    |   |        |   |             |   |
| [44] | LIL Gross Adds                             |   | 1      |   |             | 10011111111                             |
| [45] | LIL Disconnects                            |   |        |   |             |   |
| [46] | Ending Customers                           |   |        |   |             |   |
| [47] | Average Customers (2 pt avg)               |   |        |   | -           |   |
| [48] | LIL Penetration                            |   |        |   |             |   |
| [49] | Disconnect Rate                            |   |        |   |             |   |
|      | LIL Sell-in New Customers Lift from No LIL |   |        |   |             |   |
| [50] | Total Customers + Lift                     |   |        |   |             |   |
| [51] | LIL Beginning Customers                    |   |        |   |             |   |
| [52] | LIL Gross Adds                             |   |        |   |             | <b></b>                                 |
| [53] | LIL Disconnects                            |   |        |   |             |   |
| [54] | Ending Customers                           |   |        |   |             |   |
| [55] | Average Customers (2 pt avg)               | _                                       |        |   |             |   |
| [56] | LIL Penetration                            |   | -      |   | <del></del> | *************************************** |
| [57] | Disconnect Rate                            |   |        | *************************************** |             |   |
|      | Total LIL Customers                        |   |        |   |             |   |
| [58] | Total Customers + Lift                     | *************************************** |        | -                                       |             | *************************************** |
| [59] | LIL Beginning Customers                    | 2                                       |        |   |             |   |
| [60] | LIL Gross Adds                             |   |        |   | -           |   |
| [61] | LIL Disconnects                            |   |        |   |             |   |
| [62] | Ending Customers                           |   |        |   |             |   |
| [63] | Average Customers (2 pt avg)               |   |        |   |             |   |
| [64] | LIL Penetration                            |   |        |   |             |   |
| [65] | Disconnect Rate                            |   | -      |   |             | 244                                     |

### Bend OR

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

|      |                                   | Year 2 | Year 3 | Year 4   | Year 5                                  | Year 6 |
|------|-----------------------------------|--------|--------|----------|---|--------|
|      | Profit & Loss (\$k) - With LIL    |        |        |          |   | -      |
|      | Revenue:                          |        |        |          |   |        |
| [66] | Package Revenue                   |        |        |          |   |        |
|      | LIL Revenue:                      |        |        |          |   |        |
| [67] | Existing Cutomers Upgrade         |        |        |          |   |        |
| [68] | Baseline Gross Adds Sell-in       |        |        |          |   |        |
| [69] | Additional to Baseline Gross Adds |        |        |          | -                                       |        |
| [70] | Total LIL Revenue                 |        |        |          |   |        |
| [71] | Total Revenue                     |        |        |          |   |        |
|      | Expenses:                         |        |        |          |   |        |
| [72] | Programming Costs                 |        |        |          |   |        |
| [73] | Bad Debt                          |        |        |          |   |        |
| [74] | Customer related                  |        |        |          | *************************************** |        |
| [75] | Total Direct costs                |        |        |          |   |        |
| [76] | Total Direct Margin               |        |        |          |   |        |
| [77] | Total Direct Margin %             |        |        | <b>(</b> |   |        |
|      | SAC Costs with LIL:               |        |        |          |   |        |
| [78] | Standard SAC From No LIL scenario |        |        |          |   |        |
| [79] | Incremental SAC with LIL          |        |        |          |   |        |
| [80] | Total SAC Costs                   |        |        |          |   |        |
| [81] | Backhaul Expenses                 |        |        | -        |   |        |
| [82] | Box replacement costs             |        |        |          |   |        |
| [83] | Total Expenses:                   |        |        |          |   |        |
| [84] | Cash Based OPBDA                  |        |        |          |   |        |
| [85] | Cash Based OPBDA %                |        |        |          |   |        |

**Bend OR** 

# Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar does not and will not provide local-into-local

Number of LIL Channels

|      |   | Year 2                                  | Year 3                                  | Year 4                                  | Year 5 | Year 6 |
|------|---|---|---|---|--------|--------|
| [86] | Market level capital expenditures-outflow     |   |   |   |        |        |
|      | NPV-Based on var from No LIL to With LIL case |   |   |   |        |        |
| [87] | Cash Flows-With LIL                           |   |   |   |        |        |
| [88] | Cash Flows-No LIL                             |   | uener-mini                              |   |        |        |
| [89] | Incr/(Decr) from No LIL                       | مميدينين                                | *************************************** | *************************************** | -      |        |
| [90] | NPV without Terminal Value                    |   |   |   |        |        |
| [91] | IRR   |   |   | -                                       |        |        |
| [92] | Terminal Value                                |   |   |   |        |        |
| [93] | Cash Flows with Terminal Value                |   |   |   |        |        |
| [94] | NPV with Terminal Value                       | *************************************** |   |   |        |        |
| [95] | IRR   |   |   |   |        |        |